

The journey to Microsoft Certified:

Dynamics 365 Sales Functional Consultant Associate

Get started at aka.ms/Dynamics365Certs_SalesConsultant



Start here

Decide if this is the right certification for you

Not right for you?

Upskill with recommended training

Reinforce skills with experience

Pass exams

Continue to grow

This certification is a good fit if:

You do the following in your role for Dynamics 365 Sales

- Analyze customer project needs for quotes, order processing, and product catalogs
- Configure the sales app
- Manage sales entities
- Implement security
- Implement integrations
- Manages sales environments and applications

OR

- You hold this certification

MB2-717:
Dynamics 365 for Sales

Master the basics with Fundamentals certifications

- [Dynamics 365 Fundamentals](#)
- [Power Platform Fundamentals](#)

OR

[Browse all Dynamics 365 certifications](#)

Skills outline guide



Self-paced online learning
[Microsoft Learn](#)

OR



Instructor-led training
Course MB-210T01: [Microsoft Dynamics 365 Sales](#)

Course PL-200T00 (for exam PL-200): [Power Platform Consultant](#)

Additional resources

- [Microsoft Docs](#)
- [Learning Catalog](#)

Suggestions for gaining experience

Work as a functional consultant on one or more projects

Volunteer to help on a consulting project

Complete more hands-on practice

Pass required exam to earn your certification

PL-200
[Microsoft Power Platform Functional Consultant](#)

MB-210
[Microsoft Dynamics 365 Sales](#)



Microsoft Certified:
Dynamics 365 Sales Functional Consultant Associate

Microsoft Dynamics 365 Sales Functional Consultants implement solutions that anticipate and plan customer connections, manage deals through processing and closing, and accelerate sales team performance using data analytics.

Explore these certifications next

Other tracks (Associate)

- [Dynamics 365 Marketing](#)
- [Dynamics 365 Field Service](#)
- [Dynamics 365 Customer Service](#)

Next level up (Expert)
[Power Platform Solution Architect](#)